CLAIMS

Having thus described our invention, what we claim as new and desire to secure by Letters Patent is as follows:

1. A method for the formation of dynamic alliances between vendors with complementary capabilities to jointly pursue specific market opportunities comprising the steps of:

receiving a request for proposal from a customer;

translating the request for proposal into demanded capabilities;

matching demanded capabilities with registered vendor capabilities to generate a plurality of sets of vendors which meet the demanded capabilities;

selecting one or more coalition alternates from the generated plurality sets of vendors; and

selecting a preferred coalition from the coalition alternatives to respond to the request for proposal.

2. The method for formation of dynamic alliances between vendors recited in claim 1, further comprising the step of dividing a received request for proposal into a plurality of sub-requests for proposal.

3. A coalition formation process for the dynamic alliance between multiple vendors in a marketplace comprising the steps of:

receiving a customer request for proposal;

gathering requirements needed to respond to the request for proposal;

analyzing the gathered requirements to determine capabilities required to respond to the request for proposal;

comparing required capabilities to vendor capabilities stored in a database;

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9   -   generating a shortlist of potential vendors;

10   inviting vendors on the shortlist to prepare a response to the request for

11   proposal;

12   assessing by each invited vendor the request for proposal requirements

13   and identifying additional capabilities required;

14   decomposing by an invited vendor the request for proposal into a

15   plurality of sub-request for proposals, the invited vendor becoming a customer

16   submitting the sub-request for proposals;

17   gathering requirements needed to respond to the sub-request for

18   proposals;

19   analyzing the gathered requirements to determine capabilities required

20   to respond to the sub-request for proposals;

21   comparing required capabilities to vendor capabilities stored in a

22   database;

23   generating a shortlist of potential vendors to respond to the sub-request

24   for proposals;

25   inviting vendors on the shortlist to prepare a response to the sub-

26   request for proposals;

27   assessing by the vendor submitting the sub-request for proposals

28   received from vendors;

29   forming a coalition of vendors responding to the sub-request for

30   proposals; and

31   presenting a proposal to the customer.

1   4. A system for the formation of dynamic alliances between vendors with

2   complementary capabilities to jointly pursue specific market opportunities

3   comprising:

4   means for receiving a request for proposal from a customer;

5   means for translating the request for proposal into demanded

6   capabilities;

7   a database storing registered vendor capabilities;

8   means for accessing said database and matching demanded capabilities

9   with registered vendor capabilities to generate a plurality of sets of vendors

10   which meet the demanded capabilities;

11   means for selecting one or more coalition alternates from the generated

12   plurality sets of vendors; and

13   means for selecting a preferred coalition from the coalition alternatives

14   to respond to the request for proposal.

1   5. A system for representation of a coalition structure formed through a

2   process of cascading requests for proposals across multiple tiers of vendors,

3   the system including a database for storing vendor capabilities and means for

4   matching demanded capabilities with vendor capabilities to select coalition

5   members from vendors in the database and form the coalition structure, the

6   coalition structure being a coalition of selected vendors.

1   6. The system recited in claim 5, further comprising means for establishing

2   access control privileges to coalition members of the coalition structure, the

3   access control privileges applying to sharing of common resources and

4   services available to the coalition.

1   7. The system recited in claim 5, wherein the means for selecting selects

2   members from vendors in the database and from coalitions formed by vendors

3   in the database with other vendors not in the database.

1   8. The system recited in claim 5, further comprising means for providing

2   common services to coalition members.

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